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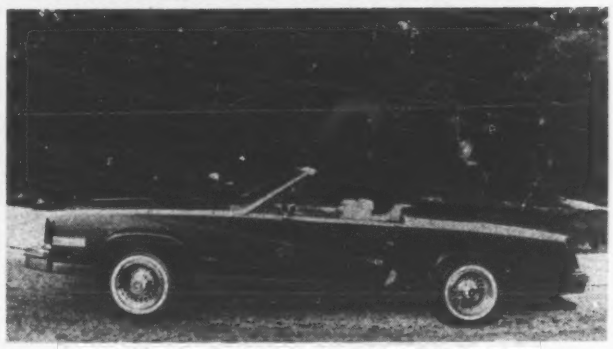

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IMPORT REGISTRATION SHARES IN U. S.

	FEBRUARY					TWO MONTHS				
	Regis., Feb., 1981	Percent Share of Market	Regis., Feb., 1980	Percent Share of Market	Pct. Pt. Change '81 vs. '80	Regis., 2 mos., 1981	Percent Share of Market	Regis., 2-mos., 1980	Percent Share of Market	Pct. Pt. Change '81 vs. '80
Toyota	47,334	23.66	47,454	24.20	— 0.54	88,761	23.71	95,341	23.87	— 0.16
Datsun	34,591	17.29	41,050	20.93	— 3.64	65,983	17.63	82,809	20.73	— 3.10
Honda	32,961	16.47	26,234	13.37	+ 3.10	61,741	16.49	54,522	13.65	+ 2.84
VW	18,642	9.32	16,494	8.41	+ 0.91	35,410	9.46	34,833	8.72	+ 0.74
Mazda	15,417	7.71	11,985	6.11	+ 1.60	29,743	7.95	26,280	6.58	+ 1.37
Subaru	10,906	5.45	9,426	4.81	+ 0.64	20,318	5.43	19,392	4.85	+ 0.58
Fiesta	5,533	2.76	6,139	3.13	— 0.37	9,625	2.57	12,460	3.12	— 0.55
Colt	5,019	2.51	6,312	3.22	— 0.71	8,358	2.23	8,577	2.15	+ 0.08
Champ	4,936	2.47	6,233	3.18	— 0.71	7,668	2.05	11,888	2.98	— 0.93
Mercedes	4,229	2.11	3,965	2.02	+ 0.09	7,667	2.05	11,859	2.97	— 0.92
Others	20,507	10.25	20,830	10.62	— 0.37	39,043	10.43	41,463	10.38	+ 0.05
TOTAL	200,075	100.00	196,122	100.00	.....	374,317	100.00	399,424	100.00	.....
Share of U.S. Total		29.65		27.96	+ 1.69		28.54		27.64	+ 1.08

Registrations not available for Oklahoma.

29.65 pct. of month's registrations

Import penetration sets a record

By Jenny L. King
Staff Writer

Registrations of new imported cars in February set a market penetration record for the second month in a row, according to figures compiled by R. L. Polk & Co.

Import penetration of total U. S. registrations was 29.65 percent, 1.69 percentage points ahead of the 27.96-percent share a year earlier. January import penetration was 27.38 percent, up from 27.00 percent.

New import registrations in February totaled 200,075, up 2.02 percent from the previous year's 196,122 units. Record monthly totals were posted in six months of 1980: January, February, March, August, September and November. The other six months were second best.

For the first two months of 1981, total import registrations were 374,317, down 6.29 percent from 399,424 last year.

Imports accounted for 28.54 percent of total U. S. new-car registrations in the first two months, compared with 27.46 percent last year.

In February, the Japanese led the pack with Toyota taking 23.66 percent of the import share of the market, off a slight 0.54 percentage points from its 24.20 percent in Feb., 1980.

Second-place Datsun captured 17.29 percent, down 3.64 percentage points from 20.93 percent a year earlier. Honda picked up some of the slack, climbing to 16.47 percent from 13.37 percent, Volkswagen was up to 9.32 percent from 8.41 percent, and Mazda edged ahead to 7.71 percent from 6.11 percent.

Sixth-place Subaru climbed to 5.45 percent from 4.81 percent; Fiesta was off 0.37 percentage points to 2.76 percent from 3.13 percent, and Colt dipped to 2.51 percent from 3.22 percent. Arrow/Champ earned 2.47 percent, down from 3.18 percent, while Mercedes-Benz was up to 2.11 percent from 2.02 percent a year ago.

• The top 10 imports accounted for 89.75 percent of February import registrations, compared with 89.63 percent a year earlier.

Japan continued to increase its grip on the U. S. import market in February, accounting for 76.97 percent of registrations, compared with 76.82 percent in 1980.

Registrations of imported cars in February by country of origin, with year-earlier figures in parentheses, were: Japan, 154,006 (150,657); West Germany 34,414 (33,138); Sweden, 4,918 (4,855); France, 3,232 (2,672); Italy, 2,514 (3,283), and United Kingdom, 991 (1,517).

Registrations by country of origin for the first two months of 1980, with year-earlier figures in parentheses, were: Japan, 286,327 (305,767); West Germany, 65,386 (68,908); Sweden, 9,602 (10,022); France, 6,567 (5,105); Italy, 4,401 (6,380), and United Kingdom, 2,034 (3,222).

Registrations of imported trucks in February were down 18.40 percent to 36,252 from 44,424.

Registrations of imported trucks in February, with year-earlier figures in parentheses, were: Toyota, 8,879 (11,823); Datsun, 7,377 (9,013); Courier, 5,682 (6,625); LUV, 5,284 (7,576), and others, 9,030 (9,387).

The truck import total for the first two months of 1981 was 67,839, down 22.91 percent from 87,998 last year.

Registrations of imported trucks in January-February, with year-earlier figures in parentheses, were: Toyota, 16,687 (23,164); Datsun, 13,872 (17,992); LUV, 10,418 (15,851); Courier, 10,295 (13,265), and others, 16,380 (17,726).

Olds promotes Kludt

LANSING. — Rosemary A. Kludt, 30, has been appointed assistant director of purchasing for Oldsmobile. She will be responsible for the purchasing of all non-product items. Kludt formerly was a senior divisional buyer.

$15 million computer setup to link Toyota and dealers

TORRANCE, Calif. — Toyota has signed a $15 million contract for the purchase of computer equipment from IBM that will link the company with its dealers.

Toyota said it will provide instantaneous answers for customers questions including new vehicle and parts availability and even how to finance a purchase.

It is called the Toyota Dealer Network and will connect Toyota's headquarters in Torrance with participating dealerships from the company's 1,085-dealer body in the U. S.

"The new system provides for fast and efficient processing of information between the company and its dealers," said Robert Best, corporate data systems manager at Toyota Motor Sales, U.S.A., Inc.

"Dealers around the country will now have access to information just as quickly as we get it here at corporate headquarters."

Toyota said dealers will be able to receive and send data in a matter of seconds to locate vehicles, request sales information, order critical parts and submit warranty claims for expedited credit.

In addition, the dealer will be able to use the minicomputer for conducting his own business including accounting, payroll, parts inventory, repair orders and other applications.

"The dealership service and parts departments, by using the new computer system, will be able to quickly tell if a part needed is in stock and if it's not, where one can be found and an estimate of how long it will take to get it," Best said.

"Being able to tell a customer within 10-15 seconds how long it probably will take to service his or her car can play a big part in keeping a customer happy."

Best predicted the computer system also will help dealers increase their sales.

"If a customer wants a particular car that the dealer doesn't happen to have in stock, the salesman, by using the computer hookup, can quickly see if another Toyota dealership in the area may have the particular model," he said.

"The salesman also can use the computer to work out financing arrangements."

Helphenstine's 25th

A 25-year dealer award plaque is presented to R. B. Helphenstine, right, Palm Chevrolet, Inc., Punta Gorda, Fla., by Jacksonville zone manager R. J. Bresnahan.

In Chase Econometrics study

Japanese limits called no help for U. S. cars

BALA CYNWYD, Pa.—Chase Econometrics does not believe the voluntary restraints recently agreed to by Japanese auto makers are going to help the U. S. auto industry, either from a standpoint of sales or employment.

A Chase study of the impact of the agreement reaches these conclusions:

1. During the first year of import limits, Japanese manufacturers will sell 300,000 fewer cars in the U. S.

2. Only 45,000 of those lost sales will be retrieved by American-made cars. The rest of the potential customers will be deterred by the price increases caused by the limitation agreement.

3. As a result, the Japanese import limitation agreement will have a negligible effect on U. S. auto employment.

The study is contained in the new Chase Econometrics Passenger Car Outlook. It was directed by William R. Pochiluk, vice president and director of automotive services, and John H. Hammond, director of automotive market analysis.

"The constraints accepted by the Japanese manufacturers are very severe," Pochiluk said. He noted that the Japanese are limited to 1.68 million exports to the U. S. in the first year (down from 1.82 million last year) and 1.68 million plus an adjustment for overall market growth the second year.

"Since the current market demand in the U. S. for Japanese imports is close to 2.1 million units," he said, "that translates into a cutback of 15 percent, or 300,000 units, during the first year, adjusting for inventory liquidation, and 19 percent, or 400,000 units, during the second year of the import limits."

Pochiluk continued, "In order to make up their loss in volume, Japanese auto manufacturers will be forced to raise prices higher than they would otherwise had done.

"And when the Japanese car makers raise their prices, American manufacturers will follow suit. American car companies are in a financial squeeze and will move to raise prices on small cars.

"As a result, the average price paid by the American consumer for a new automobile will be 3 percent higher than it would have been in an automotive 'free market,'" Pochiluk said.

"The U. S. auto market is already highly price-sensitized," he said, " and our forecasts indicate that the additional price increase will subtract more than a quarter of a million car sales from the total for each of the next two years.

"In short, most of the U. S. sales lost by the Japanese will not be made up by the American manufacturers," Pochiluk said.

The accompanying table presents the Chase Econometrics analysis of the situation.

Used car sales
Auction Averages

June to date	$4,146
Month ago	$4,264
Year ago	$3,207

Model breakdown
Auction Averages

	JUNE TO DATE	MAY	APRIL
1981	$7,052	$7,326	$8,014
1980	5,709	5,697	5,872
1979	4,881	4,843	4,807
1978	2,877	3,845	3,748
1977	2,728	3,086	2,866
1976	2,157	2,264	2,144
1975	1,709	1,708	1,605
1974	1,270	1,457	1,358
Overall Average	$4,146	$4,326	$4,116

factories list auction dates

American Motors

June 12—Concord Auto Auction, Hosmer St., Acton, Mass.

June 17—Kansas City Auto Auction, 1100 Elmwood Ave., Kansas City, Mo.

June 18—Fredericksburg Auto Auction, U.S. 1 Alt., Fredericksburg, Va.

June 19—Floyd Hauhe Auto Auction, 12000 St. Charles Rock Rd., Bridgeton, Mo.

June 23—Aptco Auto Auction, 20911 Gladwin, Taylor, Mich. 48180.

June 24—Dallas Auto Auction, Grand Prairie, Tex.; Sand Mountain Auto Auction, U. S. 431, Boaz, Ala.; Southern Auto Sales, S. Main St., Warehouse Point, Conn.

June 26—Concord Auto Auction, Hosmer St., Acton, Mass.

Other sales may be scheduled pending availability. Please contact C. A. Miller at 1-800-521-4360 for further details.

Ford Motor Co.

June 9—Arena Auto Auction, 10355 S. Woodlawn Ave., Chicago.

June 16—Aptco Auto Auction, 20911 Gladwin, Taylor, Mich.

June 18—Nashville Auto Auction, 1406 Lebanon Rd., Nashville.

June 24—Clanton's Auto Auction, Highway 34 West, Darlington, S. C.; Golden Gate Auto Auction, 6010 Stevenson Blvd., Fremont, Calif.

June 25 — Skyline Auto Exchange, 100 Route 46, Fairfield, N. J.

June 30 — Harrisonburg Auto Auction, Interstate 81—Exit 52, Harrisonburg, Va.

used-car auction directory

Display Rates: $53.00 per column inch (minimum space, 1 inch on 1 column). Listing Rates: (Maximum: Four lines of type - 1 time, $13.50; 13-times, $11.50; 26-times, $10.00; 52-times, $9.00. For Frequency Display Rates Contact Want Ad Dept., Automotive News, 965 E. Jefferson, Detroit 48207. Phone (313) 567-9520. Closing: 10 days in advance.

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4 KANSAS CITY AUTO AUCTION, Kansas City, Mo. 64127
Sale Wednesday Phone 816-241-2614
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Sale Wednesday Phone 813-984-1551
6 ATLANTA AUTO AUCTION, Red Oak, Ga. 30272
Sale Thursday Phone 404-762-9211
7 HIGH POINT AUTO AUCTION, High Point, N.C. 27261
Sale Tuesday Phone 919-886-7091
8 BUTLER AUTO AUCTION, Gibsonia, Pa. 15044
Sale Wednesday Phone 412-443-7211
Pittsburgh 412-961-0305
9 METRO MILWAUKEE AUTO AUCTION, Caledonia, Wis. 53108
Sale Wednesday Phone Caledonia 414-835-4436
Chicago 312-238-2823
10 FLORIDA AUTO AUCTION OF ORLANDO, Ocoee, Fla. 32761
Sale Tuesday Phone 305-656-6200
11 FRESNO AUTO DEALERS AUCTION, Fresno, Calif. 93706
Sale Thursday Phone 209-268-8051
12 CALIFORNIA AUTO DEALERS EXCHANGE, Anaheim, Calif. 92803
Sale Wednesday Phone 714-998-2400
13 AMERICAN AUTO AUCTION, Walpole, Mass. 02081
Sale Tuesday Phone 617-328-4000

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THE QUICK AUCTION OF THE BOLD

Rise in ownership, operating expenses since '72 put at 160 pct.

Truck costs up 20 pct., Hertz says

Continued from Page 20

truck costs vary substantially as unit mileage totals advance, with 1980 tractor-trailer expenses ranging from less than 65 cents per mile during the first year's initial 100,000-miles to more than 78 cents in the fifth 100,000-mile use period, even assuming constant prices with no further inflation.

But if inflation boosts prices between now and 1985 at the same rate it did in past years, fifth-year outlays then will be more than $1.33 a mile. For example, the report notes, first-year upkeep costs in 1976 were just 2.45 cents a mile, but fifth year maintenance in 1980 was 15.5 cents, some 533 percent higher.

However, Evangelist said, most small-fleet operators replace some units each year, so inflation masks the high-mileage cost increases.

As another example, the study shows, while first-year expenses for a tractor-trailer purchased in 1980 came to that 65 cents per mile figure, fifth-year 1980 expenses for a combination acquired in 1976 were only 69 cents a mile, because of the lower purchase price of the rig five years ago. The lower purchase price offsets a 311 percent rise in upkeep costs for units between their first and fifth years.

The Hertz study shows that the cost of operating an 18-foot, gasoline-powered "straight truck" 15,000 miles a year in typical city-suburban pickup-and-delivery service came to almost $1.06 a mile in 1980, against 88.6 cents in 1979, a 19 percent advance.

For 15-passenger vans, typical of units used in commuter pools, the study estimated costs for 13,270-mile-per-year commutation for both four-and-7½-year ownership periods and also listed comparative per-mile and per-passenger-mile cost estimates for station wagons and sedans.

In four-year use, the per-mile van cost was about 61½ cents at 13,270 miles a year, a typical annual "van-pool" commuting distance. This compares with 38.8 cents a mile for a station wagon in the same circumstances and with just over 31 cents for a 1980 compact sedan.

(This is the same typical compact which cost 39.8 cents a mile to run 10,000 miles a year for three years at 1980 prices. By traveling more miles, per-mile expense drops, but overall annual dollar outlays increase.)

The Hertz data shows that per-passenger mile costs for the compact, assuming four occupants, would be 7.7 cents a mile at the 13,270-mile-a-year rate, while the per-rider, van-pool commuter costs would be about half that figure, or 4.1 cents a mile, for each of the 15 van occupants.

Hertz has issued vehicle-cost studies since 1973 to provide car and truck operators with a benchmark to measure their own expenses.

But the company emphasizes that a wide variety of circumstances can materially change costs for any individual unit, and for similar units in different use by different people in different sections of the country.

The company said annual percentage rises should provide guidelines against which operators can measure their own expense increases.

Also, vehicle specifications have varied slightly over the years for straight trucks, and a major change from higher-performance to "fuel-saver" units was made on the big tractors to conform with truck industry shifts to these units in the mid-1970s.

A Hertz coast-to-coast "Economy Run" for these 18-wheelers showed fuel savings of about 17 percent with the "derated" units as opposed to comparable units equipped with high-performance components.

New officers in Oregon

Oregon Automobile Dealers Assn. members elected officers for 1981-82. From left, they are: Jack Koken, Lithia Motors, Medford, treasurer; Allan Larsen, Larsen Motor Co., McMinnville, secretary; Howard Trachsel, Trachsel Buick-Opel, Salem, president, and Bob Murray, Murray Chevrolet Co., Gresham, immediate past president.

Service, parts business climbs for second straight month

Continued from Page 1

portant indicator from the dealers' viewpoint—showed a gain of 6.1 percent. In March, this category showed an increase of 8.9 percent.

Sales of shop parts (those used on customer-paid and warranty repairs) were up 3.5 percent, while total labor sales (customer-paid and warranty) increased 1.3 percent over year-earlier volume.

Figures used in the Service Index are averages compiled from reports on shop operations from a cross-section of the nation's new-car dealers.

Service and parts business in the first four months of 1981 amounted to 102.5 percent of the business done in the same period a year ago. The rate of business growth in the January-April period was up over the three-month period by 1.2 percent.

Gross profit was the leading indicator for the year-to-date period with an increase of 6.8 percent, followed by sales of all parts and accessories, up 5.9 percent.

Shop parts sales recorded an increase of 1.7 percent, while labor sales moved up 0.1 percent. Despite the healthy increase recorded in April, repair orders written in the four-month period were down 4.9 percent.

SERVICE INDEX
106.5*

	April, '81 vs. April, '80	4 mos., '81 vs. 4 mos., '80
Gross Profit on All Labor and P&A Sales	+ 6.1%	+ 6.8%
Repair Orders Written	+ 9.9%	— 4.9%
Total Labor Sales (Customer & Warranty)	+ 1.3%	+ 0.1%
Shop Parts Sales (Customer & Warranty)	+ 3.5%	+ 1.7%
Sales of All P&A	+ 8.2%	+ 5.9%

*—Survey by Automotive News shows that dealers' service and parts business in April, 1981, was 106.5 percent of business in April, 1980. Service business in the four months of 1981 was 102.5 percent of business in the corresponding period in 1980.

truck personnel

Continued from Page 20

American field sales/marketing.

R. A. Ferguson, from North American field marketing vice president to customer relations vice president.

J. D. Clifford, from general manager of the Supply and Mass Transit Division to Truck Axle Division general manager.

R. A. Banfield, from manufacturing director to general plants manager of the Truck Axle Division.

D. J. McGregor, from general manager of the Highway Brake Division to general manager of the newly combined Highway Brake and Trailer Axle Division.

D. W. Oates, from general manager of the Trailer Axle Division to market-development vice president of the Highway Brake and Trailer Axle Division.

Joseph P. Rossetti, marketing distribution vice president since 1977, was named to replace Davis, with responsibility for Mack's domestic sales program. He has been with Mack since 1964, starting as used-truck manager at the Providence (R. I.) branch.

The company also announced the appointment of **Gary D. Johnson** as Atlantic Region vice president, with responsibility for marketing operations in Pennsylvania, Ohio, Southern New Jersey, Delaware, Maryland and Northeastern Virginia. He succeeds **Paul C. Ritter,** who has been named acting general manager of Mack Canada, Inc.

G. L. Davis

J. P. Rossetti

Mack appoints Davis to top marketing post

Mack Trucks, Inc., has elevated **Garner L. Davis** to executive vice-president-marketing. Senior vice president-sales since 1979, he succeeds **H. Kenneth Tooman,** who has taken early retirement. Davis joined Mack in 1946 as a sales trainee at the Houston factory branch.

Koci, Downham get new positions at DDA

Ludvik F. Koci, formerly director of diesel engine and transmission engineering for Detroit Diesel Allison Division, has been appointed general engineering director. He now is also responsible for gas-turbine research and engineering.

Donavon F. Downham, who had been director of worldwide product planning, has been named strategic planning director and has become a member of the division's Executive Committee.

Happy anniversary

HARTFORD. — A. C. Hine Pontiac-Honda, hosted a surprise party honoring general manager Perry Briggs and parts manager Ed Swietlicki on their 35th and 41st anniversaries, respectively, with the dealership.

Dealer to factory and back again

WALLA WALLA, Wash.—Robert Ahrent has come full circle in the auto business.

In 1969, he added Subaru to his Oldsmobile dealership in Aberdeen, Wash. Three years later, he sold the dealership and joined Subaru Northwest. Then in August, 1980, he bought a Lincoln-Mercury and AMC dealership here, although staying on with Subaru Northwest.

Last month he added Subaru to the dealership and resigned from Subaru Northwest. He also has an interest in a Toyota dealership here.

NIASE appoints unit to oversee its HD program

Continued from Page 20

who also serve on the NIASE Board of Directors, are Donald E. Hancock, service development manager, International Harvester; Harold E. Sullivan, fleet maintenance director, Commercial Motor Freight of Indiana, Indianapolis, and Bernard C. Uhl, Uhl Truck Sales, Palmyra, Ind.

Chuck F. Charpie, public relations manager, Service Parts Group, Dana Corp., also has been appointed to the Committee. It is expected that additional members who do not serve on the NIASE board will be named to the committee.

NIASE is nine years old and the heavy-duty truck tests have been conducted for eight of those years, with 13,416 heavy-truck mechanics certified in one or more areas of specialization. Of the total number of HD certified mechanics, 7,810 are employed by truck dealerships, while 2,074 are from fleets.

"The Institute understands that HD problems differ from those of the automobile sector, and this committee will help to address those that relate to heavy-duty particularly," said Hogan.

"We expect to target promotional activities to key HD specialists, encourage HD publications to cover NIASE HD activities, and to assist the NIASE staff in increasing HD truck registrations, particularly among fleet mechanics."

Stripped Rabbit to offer price edge

Continued from Page 3

for their Escort and Chevette engines.

Meanwhile, EPA has also granted Ford a waiver from the CO standard for its innovative cast-aluminum 3.8-liter V-6 engine which will replace its V-8 engines. EPA accepted the company's position that "effective emission control technology is not available to meet the statutory CO standard of 3.4 grams per mile without unreasonable risk that production vehicles will not meet emission requirements or unreasonable cost penalties."

To date, EPA has now granted waivers of the 1981-82 CO standard to 10 different manufacturers and 23 engine families. More are expected this year in light of a recent National Academy of Sciences study indicating a CO emissions standard of 7 gpm instead of the 3.4 gpm standard would not lead to any violations of the national ambient air quality standard for CO or create a significant health hazard.

IH announces second venture south of border

Continued from Page 20

personnel to assist DINA in the integration and manufacture of the Transtar heavy conventional 4000 Series and its S-Series medium and heavy models. This assistance includes the transfer of specifications, test data and manufacturing processes.

3. The supply of specific parts and components such as cab stampings and structure members, as well as service parts. They will be provided from IH's truck and component plants.

This is the second major venture in Mexico for International trucks. In 1978, IH announced that it had purchased a 40 percent interest in Fabrica de Autotransportes Mexicana, S.A. (FAMSA) for the production and marketing of IH's S-Series medium and heavy trucks.

FAMSA now has about 10 percent of the medium and 31 percent of the heavy Mexican truck market. It will produce about 6,500 vehicles in 1981. These trucks are marketed under the joint IH/FAMSA nameplates.

International Harvester owns 37½ percent interest in DAF Trucks of Holland, that country's leading truck maker, and recently entered into a joint venture in Spain with that country's leading producer of trucks carrying the Pegaso name.

Domestic total 2nd-lowest since 1958

May sales rise, but slump continues

By Jenny L. King
Staff Writer

New-car sales in May nudged ahead of year-ago levels but were far from the spring-selling-boom numbers recorded just a few years ago. Domestic auto makers reported a 5.13-percent increase for the month, while imports were up 6.17 percent and accounted for 28.58 percent of the May market.

Domestic sales totaled 524,021, up from 498,474 a year earlier but far from the May record of 971,304 set in 1973 and the 962,985 of 1978. With 25 selling days this year compared with 26 a year ago, the daily selling rate of 20,961 for domestics was up 9.34 percent from 19,170.

Although domestic sales topped last year's, the total was the second lowest for May since 1958.

Import sales numbered 209,742, up from 197,549 in 1980, but they, too, were far behind their record for the month of 255,495 in 1979.

Combined sales for the month totaled 733,763, up 5.42 percent over 696,023 in 1980.

Combined year-to-date sales were down 2.31 percent, to 3,858,908 from 3,950,257 last year. Domestic sales for the five-month period were 2,790,654, down 3.38 percent from 2,888,304 reported for the first five months of 1980. Import sales for five months were 1,068,254, up 0.59 percent from 1,061,953. It was the first time this year the cumulative import total has surpassed its 1980 counterpart.

All five U. S. auto makers were up in May, both on a direct comparison and on a daily-selling-rate basis. Chrysler enjoyed the greatest growth, up 28.94 percent for the month to 58,791 from 45,594 last year. Chrysler was up 34.09 percent on a daily-rate basis.

General Motors sales climbed 1.51 percent to 314,764 from 310,074 (up 5.58 daily rate). Ford reported a 4.97-percent sales increase, to 122,343 from 116,548 (up 9.17 percent daily rate). American Motors sales of 13,648 new passenger cars were up 15.63 percent over 11,803 (up 20.26 percent daily rate), and Volkswagen of American was up 0.14 percent to 14,475 from 14,455 (up 4.14 percent daily rate).

Chrysler continued to get its double-digit percent share of the domestic market, earning 11.22 percent this May compared with 9.15 percent a year earlier. Ford cornered 23.35 percent, down slightly from 23.38 percent. GM had 60.07 percent, down from 62.21 percent. AMC grew to 2.60 percent from 2.37 percent, and VWoA sales accounted for 2.76 percent, down from 2.89 percent.

Of the U. S. makes, 10 of the 13 reporting sales for both years showed improvements this May. Plymouth was strongest, up 65.49 percent, followed by Dodge, up 25.47 percent; Mercury, up 25.38 percent; Oldsmobile, up 24.73 percent; Pontiac, up 21.74 percent; AMC, up 15.63 percent; Cadillac, up 10.43 percent; Lincoln, up 9.46 percent; Buick, up 6.54 percent, and VW, up 0.14 percent.

U. S. makes reporting sales declines were Chrysler, down 32.32 percent; Chevrolet, down 18.52 percent, and Ford, down 0.92 percent.

Ford Escort was the top-selling U. S. nameplate in May, with retail sales of 25,864. Chevrolet Chevette was second at 24,783, followed by Oldsmobile Cutlass at 21,557, Chevrolet Citation at 21,159 and Cutlass Supreme at 20,685.

A year earlier, the top five were: Citation, Chevette, Ford Fairmont, Ford Mustang and Chevrolet Malibu.

Third-period domestic sales were down 1.90 percent on a year-to-year basis, to 197,572 from 201,406. On a daily-rate comparison, May 21-31 sales were up 10.36 percent.

This year's eight selling days had an average of 24,697 compared with 22,378 per day for nine days last year. Chrysler and VWoA were up for the period, while GM, Ford and AMC were down.

The import market reflected gains for the major European auto makers and a mixed bag for the Japanese in May.

BMW had a record month, its sales up 40.54 percent from 1980; Mercedes-Benz was up 43.89 percent, and Saab was up 50.85 percent, Volvo was up 63.01 percent and reported its best first five calendar-year months in its U. S. history.

Toyota sales jumped ahead 27.27 percent, but Number-Two Datsun reported a 22.53-percent sales decline. Honda was down 4.33 percent, Mazda was up 15.57 percent and Subaru was up 19.42 percent.

With imports garnering the largest segment (28.58 percent) of the market class, the remainder was divided as follows: U. S. subcompacts, 17.20 percent; compacts, 19.04 percent; intermediates, 20.06 percent; standards, 10.32 percent, and luxury models, 4.80 percent.

IMPORTED CAR SALES

	May, 1981	May, 1980	Jan. 1-May 31, 1981	Jan. 1-May 31, 1980
Alfa Romeo	200†	367	661	1,396
Audi	4,900	2,801	20,221	18,023
BMW	3,740	2,469	16,331	14,765
Challenger	525	956	5,661	6,490
Champ/Arrow	1,626	4,182	19,790	31,578
Colt Hatchback/Colt	1,526	3,783	20,200	29,204
Datsun	35,605	45,961	205,550	242,090
Fiat	3,279	3,026	15,339	19,805
Fiesta	2,971	4,523	26,505	31,703
Honda	35,809	37,430	172,085	159,071
Isuzu	2,330	.....	5,306	.....
Jaguar	374	205	1,614	1,154
Lancia	97	202	444	1,064
Mazda	14,745	12,758	76,995	61,003
Mercedes-Benz	5,695	3,958	26,775	21,697
MG	460	862	2,151	4,265
Peugeot	1,397	1,035	6,760	5,582
Porsche	992	702	4,919	4,677
Renault	3,035	2,092	14,791	10,509
Rover	62	30	348	33
Saab	1,243	824	6,304	5,641
Sapporo	578	855	5,978	5,107
Subaru	13,325	11,158	64,801	59,654
Toyota	57,865	45,468	274,963	263,390
Triumph	1,171	947	5,427	4,166
Volkswagen	9,934	7,116	37,875	36,090
Volvo	6,258	3,809	30,460	23,796
TOTAL	209,742	197,549	1,068,254	1,061,953

† estimate

DOMESTIC CAR SALES

	May 21 to May 31, 1981	Same Period, 1980	May, 1981	Same Month, 1980	Jan. 1 to May 31, 1981	Same Period, 1980
Spirit	.....	.....	3,757	4,564	18,041	24,352
Concord	.....	.....	5,553	5,464	26,066	29,443
Pacer	.....	.....	38	262	111	1,381
Eagle	.....	.....	4,300	1,513	21,130	12,610
AMERICAN MOTORS*	5,200†	5,400†	13,648	11,803	65,348	67,786
Horizon	3,451	1,799	7,525	4,551	38,363	32,843
TC3	2,042	1,259	5,648	3,225	24,509	27,041
Reliant	5,489	.....	12,655	.....	79,233	.....
Volare	91	2,890	306	7,171	6,089	37,517
Plymouth	482	856	1,611	1,818	6,282	7,125
Total Plymouth	11,555	6,804	27,745	16,765	154,476	104,522
LeBaron	1,298	1,859	4,099	4,357	22,539	28,864
Cordoba	636	1,323	1,958	3,265	13,232	20,539
Chrysler	252	1,145	802	2,513	7,207	14,709
Total Chrysler	2,186	4,327	6,859	10,135	42,978	64,112
Total Imperial	302	.....	731	.....	2,574	.....
Omni	1,898	1,541	5,113	3,732	28,875	26,677
024	1,787	1,216	4,988	2,881	21,156	22,380
Aries	3,695	.....	8,709	.....	60,435	.....
Aspen	93	2,338	290	5,597	5,385	.....
Diplomat	807	1,099	2,642	2,644	14,362	14,710
Mirada/Magnum	407	823	1,133	1,973	7,680	12,747
Dodge	173	884	581	1,867	4,342	8,884
Total Dodge	8,860	7,901	23,456	18,694	142,235	113,167
CHRYSLER CORP.	22,903	19,032	58,791	45,594	342,263	281,801
Pinto	164	6,240	542	13,912	8,691	65,858
EXP	2,801	.....	8,145	.....	14,100	.....
Escort	9,252	.....	25,864	.....	133,720	.....
Mustang	5,138	8,284	14,432	21,041	77,764	107,704
Fairmont	4,834	9,421	14,535	24,223	85,665	140,131
Granada	2,494	2,573	7,424	6,261	45,097	31,568
LTD II	.....	131	.....	360	.....	2,076
Thunderbird	1,678	3,167	4,833	7,822	33,932	67,979
Ford	4,241	5,162	10,403	13,363	47,504	65,795
Ford Division	30,602	34,978	86,178	86,982	446,473	481,111
Bobcat	52	1,012	125	2,352	1,996	13,705
LN7	748	.....	2,023	.....	3,967	.....
Lynx	3,065	.....	8,755	.....	43,564	.....
Zephyr	1,949	2,276	5,025	6,053	25,231	39,992
Cougar/Monarch	1,240	1,043	3,551	2,457	18,124	11,928
XR-7	809	1,273	2,187	3,148	12,827	27,711
Capri	1,666	2,262	4,614	5,665	22,437	29,313
Mercury	1,395	1,719	3,661	4,205	20,142	23,636
Total Mercury	10,924	9,585	29,941	23,880	148,288	146,285
Versailles	.....	196	.....	437	.....	2,542
Lincoln	1,272	1,089	3,121	2,559	73,939	12,983
Mark VI	1,188	1,145	3,103	2,690	15,078	15,695
Total Lincoln	2,460	2,430	6,224	5,686	29,017	31,220
L-M Division	13,384	12,015	36,165	29,566	177,305	177,505
FORD MOTOR	43,986	46,993	122,343	116,548	623,778	658,616
Skyhawk	.....	192	.....	503	.....	3,957
Skylark	6,340	5,848	16,190	14,464	91,593	75,942
Century	4,811	5,149	12,754	12,291	61,908	60,670
Regal	6,003	6,133	15,290	14,306	89,751	77,185
Le Sabre	2,474	2,971	6,571	6,535	32,082	38,779
Electra	1,686	1,781	4,378	4,420	22,089	24,190
Riviera	1,509	1,388	3,999	3,030	18,845	16,626
Buick Division	22,823	23,462	59,182	55,551	316,268	297,349
Cimarron	140	.....	164	.....	168	.....
Seville	700	908	1,803	2,670	10,427	16,093
Cadillac	4,308	3,664	11,625	9,849	58,209	55,078
Eldorado	1,826	1,442	4,572	3,929	22,096	21,102
Cadillac Division	6,974	6,014	18,164	16,448	90,900	92,273
Chevette	9,169	10,803	24,783	26,604	181,318	175,783
Cavalier/Monza	1,693	5,083	2,543	11,898	14,808	63,658
Citation/Nova	8,597	12,368	21,159	31,689	138,370	171,264
Camaro	3,638	4,073	9,893	10,409	48,980	53,708
Malibu	7,450	8,603	20,399	20,783	103,272	114,064
Monte Carlo	4,126	4,917	11,005	11,717	73,301	68,701
Chevrolet	6,666	8,454	17,281	18,667	84,250	129,232
Corvette	887	1,136	2,689	2,938	14,509	15,732
Chevrolet Division	42,226	55,437	109,752	134,705	658,808	792,142
Starfire	.....	142	.....	389	.....	4,255
Omega	2,522	2,533	8,972	6,959	49,630	37,854
Cutlass	6,444	5,688	21,557	15,435	93,795	90,463
Supreme	6,267	7,456	20,685	19,395	118,789	108,274
Olds 88	4,198	4,397	14,715	11,419	65,714	65,879
Olds 98	1,885	1,951	6,941	4,919	34,588	29,157
Toronto	979	1,125	3,369	2,609	15,705	15,952
Oldsmobile Division	22,295	23,292	76,239	61,125	378,221	351,834
T-1000	3,549	.....	7,711	.....	13,625	.....
J-2000/Sunbird	2,602	2,968	4,204	7,709	27,873	56,256
Phoenix	3,281	2,238	7,315	6,796	41,361	41,942
Firebird	2,751	2,826	5,732	7,613	28,045	39,545
LeMans	3,111	1,913	7,052	5,457	34,063	34,602
Grand Prix	4,642	2,582	10,641	6,915	58,146	45,980
Pontiac	3,926	2,829	8,772	7,755	39,180	48,015
Pontiac Division	23,772	15,376	51,427	42,245	242,293	266,340
GENERAL MOTORS	118,090	123,581	314,764	310,074	1,686,490	1,799,938
VOLKSWAGEN	7,393	6,400	14,475	14,455	72,775	80,163
DOMESTIC TOTAL	197,572	201,406	524,021	498,474	2,790,654	2,888,304
IMPORT TOTAL	.....	.....	209,742	197,549	1,068,254	1,061,953
INDUSTRY TOTAL	.....	.....	733,763	696,023	3,858,908	3,950,257

*—AMC does not have a nameplate breakout for 10-day periods.
†—Estimate.

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NADA applauds financial tie of Chrysler, 2 others

WASHINGTON. — NADA applauded actions announced by Chrysler Financial Corp., Volkswagen of America and American Motors which will provide VWoA and AMC franchised dealers with wholesale and retail automobile financing.

"Access to credit is critically important to dealers," said NADA President Wendell H. Miller. "Through this agreement, VW and AMC dealers' ability to finance their inventories will be significantly improved, and they can also assure their customers of financing availability to purchase increasingly expensive cars."

Dealers are finding that retail financing is becoming increasingly difficult to arrange, particularly as commercial banks continue to withdraw from auto financing. Within the last decade, banks have reduced their market share from 60 percent of the retail automotive financing to less than 36 percent.

NADA has repeatedly pressed manufacturers, importers and distributors to provide retail as well as wholesale credit to their dealers, who need access to a finance organization which is responsive to the needs of dealers, as well as their customers.

Volkswagen and American Motors have recognized this need, Miller said, and through this new partnership with Chrysler Financial Corp., have increased their dealers' ability to compete effectively in the marketplace.

May total highest since October

Year-to-date auto output tops 1980

By Patricia Hoffman
Staff Writer

For the first time in nearly 23 months, U. S. auto production for the year-to-date has risen above the comparable year-ago level. And at the same time, the makers have reached the three-million mark for this year.

The last time the year-to-date output exceeded the year-earlier level was in July, 1979.

Output for last week was targeted at 163,772 units, up 16.96 percent from 140,027 built in the previous week, and up 30.73 percent from 125,272 completed in the comparable 1980 week.

So far this year, the makers have built 3,035,743 units, up 0.20 percent from 3,029,664 cars completed in the comparable 1980 period. Thus, the industry reached three million in the same week each year.

In May, the auto manufacturers assembled 666,399 cars, up 26.37 percent from the 527,353 units built in the same month last year. The total was the highest for the month since May, 1979, when the makers completed 935,198, and it was the most of any month since October, 1980, when 675,001 cars were built.

• Breakdown for May by company was: General Motors, 418,021 units, up 30.56 percent from 320,167 built in the comparable 1980 month; Ford Motor, 144,890, up 35.67 percent from 106,793; Chrysler Corp., 74,816, up 7.87 percent from 69,357; Volkswagen of America, 16,391, down 8.85 percent from 17,982; American Motors, 11,998, down 5.71 percent from 12,724, and Checker Motors, 283, down 14.24 percent from 330 completed in May, 1980.

The June forecast for the auto makers is 719,534 units, up 34.72 percent from 534,085 built in the comparable month last year.

For the second quarter, the car manufacturers have slated output at 2,048,596 units, up 24.74 percent from 1,642,293 built during the second three months last year.

Due to an increase in orders, Checker Motors, originally slated to go down today (June 8) has rescheduled its downtime for June 19, with operations resuming July 13.

Ford's Lorain assembly point was idle last week. Output resumes today (June 8).

Chrysler scheduled Saturday overtime last week at Belvidere and Jefferson. Both plants worked two eight-hour shifts on Saturday (June 6).

The Jefferson point will continue on daily overtime this week, working two daily nine-hour shifts. Chrysler's Newark plant will also work daily overtime this week.

GM scheduled Saturday overtime last week at its Flint, Oklahoma City and Van Nuys points.

VWoA's Westmoreland assembly point, down since June 1, will resume operations today with production reduced from 1,120 units per day to 752 per day.

Ford has slated daily overtime this week at six U. S. assembly plants. They are Kansas City, Atlanta, San Jose, Metuchen, Wayne and Wixom. The Oakville plant in Canada also will work daily overtime this week.

Week's truck production rises; May total tops '80

For the second week in a row, the year-to-date output for the U. S. truck makers remained above the comparable 1980 period, and the total for the week showed a substantial improvement over those of the previous week and the year-ago week. The output for May was also up from the 1980 level.

Truck production last week was planned at 41,084 units, up 18.13 percent from 34,780 built in the previous week, and up a considerable 87.55 percent from 21,906 trucks completed in the comparable 1980 week.

In May, the makers assembled 159,400 units, up 45.46 percent from 109,585 built in the same month last year. But it was less than half of the 338,961 units completed in May, 1979.

So far this year, truck production has reached 791,288 units, up 4.06 percent from 759,184 built through June 7, 1980.

For June, the truck makers have forecasted 182,512 units, up 84.09 percent from 99,141 trucks completed in the comparable 1980 month. The slated total would bring the second quarter output up 46.28 percent from 338,454 last year to 495,102.

GMC's Pontiac assembly point (heavy-duty trucks) will boost its daily output on one shift from 53 to 76 units, beginning today, (June 8).

Volkswagen of America's Westmoreland point, down since June 1, resumes operations today with a production cut in pickups from 280 units per day to 188 per day. The reduction will put 60 workers on indefinite layoff.

Chrysler's Warren truck point continues on daily nine - hour shifts this week.

General Motors has scheduled downtime this week at its Pontiac (medium-duty truck) assembly plant. The closing will put 2,500 workers on temporary layoff.

Ford has scheduled daily overtime this week at its Lorain and Kentucky truck points. The Ford Kentucky plant also worked last Saturday (June 6).

TRUCK PRODUCTION IN U. S.†

	Week Ended June 6, 1981	Week Ended June 7, 1980	Week Ended May 30, 1981	May total	Jan. 1 to June 7, 1980	Jan. 1 to June 6, 1981
CHEVROLET	13,002	5,665	10,464	46,713	237,082	255,415
DODGE/PLYMOUTH	2,500	2,600	2,430	10,858	67,491	41,505
FORD	15,482	3,107	12,832	62,232	269,443	287,491
GMC	4,799	3,712	3,764	15,833	79,074	86,960
INTERNATIONAL	1,690	1,988	1,369	4,965	15,944	32,217
VOLKSWAGEN	.....	625	734	4,054	12,799	20,001
MACK	.....	450	.....	.....	12,066	.....
JEEP	2,121*	2,500	1,697*	8,487	38,333	38,804*
AMC CORP.	90*	284	90*	378*	4,138	1,895*
WHITE	.....	175	.....	.....	3,534	.....
MISCELLANEOUS	1,400*	800	1,400*	5,880*	19,280	27,000*
Total Trucks, U. S.	41,084	21,906	34,780	159,400	759,184	791,288

CANADIAN TRUCK PRODUCTION

	Week Ended June 6, 1981	Week Ended June 7, 1980	Week Ended May 30, 1981	May total	Jan. 1 to June 7, 1980	Jan. 1 to June 6, 1981
CHRYSLER CORP.	2,000	728	2,561	8,270	18,060	34,307
FORD MOTOR	3,454	4,296	3,507	11,306	88,421	76,449
GENERAL MOTORS	6,658	4,362	6,558	25,229	122,248	135,871
AMERICAN MOTORS	.....	.....	.....	.....	11,644	.....
INTERNATIONAL	245	440	251	998	6,753	5,471
MACK	.....	40	.....	.....	1,159	.....
WHITE	.....	65	.....	.....	1,446	.....
Total Trucks, Canada	12,357	9,931	12,877	45,803	249,731	252,098
N. American Trucks	53,441	31,837	47,657	205,203	1,008,915	1,043,386

†—Now includes window van production. *—Estimated.
Jeep includes commercial vehicles only. AM General includes government-destined vehicles. AM General will no longer be figured in with North American trucks.

Canadian output of cars, trucks rises for month

Canadian car and truck production for May exceeded the year-ago-month, and last week's car output was substantially above the comparable 1980 period.

Canadian auto production last week was targeted at 21,925 units, up 5.0 percent from the 20,880 completed in the previous-week, and up 35.44 percent over the 16,188 built the week ended June 7, 1980.

In May, the auto manufacturers assembled 83,018 units, up 11.35 percent from 74,557 completed in the comparable 1980 month. The total was the highest for that month since 1979, when the makers built 99,878.

The June forecast for the car makers is 99,170 units, up 28.26 percent from 77,321 built in the same month last year. The second-quarter output is slated at 276,486 units, up 21.34 percent from 227,855 cars completed in the second three months last year.

Truck production last week was planned at 12,357 units, down 4.04 percent from 12,877 trucks built in the previous week, but up 24.43 percent from 9,931 completed in the comparable 1980 week.

Truck output for May was 45,803 units, up 5.01 percent from 43,617 built in the same month last year. But the total was far below the 1979 count of 74,003.

For June, the truck manufacturers have slated 49,524, up 14.33 percent from the 43,315 trucks assembled in June, 1980.

Truck production for second quarter is targeted at 143,051, up 4.42 percent from 136,991 built in the second three months last year.

So far this year, the Canadian auto makers have completed 385,521 units, down 1.82 percent from the 392,496 cars assembled in the comparable period last year.

The year-to-date output for the truck makers exceeds the year-ago level with output of 252,098 units, up from 249,731 trucks built through June 7, 1980.

U. S. CAR PRODUCTION

	Week Ended June 6, 1981	Week Ended June 7, 1980	Week Ended May 30, 1981	May total	Jan. 1 to June 7, 1980	Jan. 1 to June 6, 1981
AMERICAN MOTORS	3,000*	2,978	2,400*	11,998	80,431	49,254*
AMX	.....	.....	.....	.....	.....	.....
Spirit	.....	.....	.....	4,641	.....	.....
Concord	.....	.....	.....	5,169	.....	.....
Eagle	.....	.....	.....	2,188	.....	.....
Pacer	.....	.....	.....	.....	.....	.....
CHRYSLER CORP.	19,400	10,150	14,962	74,816	298,433	370,027
Plymouth Total	10,600	4,200	8,647	43,119	136,226	190,425
Horizon	4,000	3,400	3,884	17,065	72,366	72,678
Reliant	6,600	.....	4,763	26,052	.....	108,160
Volare	.....	700	.....	.....	50,065	.....
Caravelle	.....	100	.....	2	3,240	2,139
Gran Fury	.....	.....	.....	.....	10,555	7,448
Chrysler Total	.....	1,800	.....	53	39,669	22,098
LeBaron	.....	1,800	.....	53	30,576	17,236
Chrysler	.....	.....	.....	.....	9,093	4,862
Dodge Total	8,800	4,150	6,315	31,644	122,548	157,504
Omni	3,600	2,800	2,493	12,747	63,481	55,417
Aspen	.....	350	.....	.....	35,895	.....
Aries	5,200	.....	3,822	18,881	.....	12,644
Diplomat	.....	1,000	.....	16	14,674	12,644
St. Regis	.....	.....	.....	.....	8,498	3,682
FORD MOTOR	34,034	20,275	32,171	144,890	600,621	646,374
Ford Division	22,450	15,812	21,845	96,770	440,442	443,590
Escort	8,091	.....	7,395	29,062	.....	167,762
Pinto	.....	3,574	.....	.....	48,375	.....
Fairmont	4,957	2,561	4,984	23,438	125,537	94,402
Must./Must. II	4,740	4,225	3,783	18,145	120,612	72,485
Granada	2,902	3,454	2,307	8,462	38,635	37,761
Thunderbird	.....	1,998	1,749	8,748	66,033	32,017
Ford	1,760	.....	1,627	8,915	41,250	39,163
L-M Division	11,584	4,463	10,326	48,120	160,179	202,784
Mercury Total	9,534	4,463	8,690	39,965	144,288	171,856
Bobcat	.....	432	.....	.....	9,690	.....
Lynx	3,067	.....	2,122	9,688	.....	57,776
Capri	1,822	1,215	1,682	7,846	34,752	24,655
Zephyr	1,981	1,416	1,778	7,908	40,621	27,840
Cougar/Monarch	1,363	1,400	1,183	4,973	13,332	19,152
XR-7	.....	.....	863	4,272	21,955	13,777
Mercury	1,301	.....	1,062	5,278	23,938	28,656
Lincoln Total	2,050	.....	1,636	8,155	15,891	30,928
Lincoln	1,025	.....	817	4,077	5,880	15,013
Mark VI	1,025	.....	819	4,078	8,150	15,915
Versailles	.....	.....	.....	.....	1,861	.....
GENERAL MOTORS	107,263	87,409	87,443	418,021	1,958,004	1,887,198
Buick Division	20,357	16,134	17,105	82,651	388,154	426,331
Skylark	5,085	4,609	4,614	22,678	104,209	115,915
Century	2,386	3,650	2,232	10,621	85,164	78,881
Regal	7,627	4,520	5,981	29,349	101,640	128,284
Buick	3,929	2,200	3,180	14,487	73,986	76,048
Riviera	1,330	1,155	1,098	5,516	23,155	27,203
Cadillac Division	7,335	3,841	5,230	21,280	99,511	124,563
Cimarron	1,000	.....	259	706	.....	1,956
Seville	490	410	380	1,874	17,486	12,918
Eldorado	1,605	1,290	1,185	5,957	25,804	30,244
Cadillac	4,240	2,141	3,406	12,743	56,221	79,445
Chevrolet Division	41,665	36,956	33,412	15,934	818,484	676,508
Chevette	8,025	8,947	6,969	32,216	204,837	146,940
Cavalier	3,545	.....	1,986	9,224	.....	15,613
Monza ('80)	.....	4,162	.....	.....	77,515	.....
Camaro	4,410	2,540	3,368	15,117	60,961	63,203
Citation	9,210	10,133	7,184	33,381	216,224	167,330
Malibu	6,935	6,769	6,420	31,879	124,978	125,615
Monte Carlo	4,285	1,205	3,251	16,751	52,649	66,267
Chevrolet	4,800	2,400	3,894	19,192	60,987	78,396
Corvette	455	800	320	1,581	20,333	13,144
Oldsmobile Division	22,132	17,903	18,875	95,110	380,329	438,156
Omega	3,225	2,258	2,610	13,664	55,873	69,334
Cutlass	11,944	10,820	9,900	49,918	187,668	219,217
Oldsmobile	5,908	4,000	5,428	26,805	116,979	126,671
Toronado	1,055	825	937	4,723	19,809	22,934
Pontiac Division	15,774	12,575	12,821	59,639	271,526	221,640
Acadian†	455	650	457	2,365	12,312	10,695
J2000	3,239	.....	1,502	6,992	.....	14,255
Sunbird ('80)	.....	3,218	.....	.....	69,031	.....
T1000	2,425	.....	2,037	9,973	.....	29,732
Firebird	2,536	1,540	1,971	8,915	40,416	29,408
Phoenix	2,574	3,208	2,507	11,326	62,734	54,239
Grand Prix	2,555	1,590	2,422	11,562	26,952	47,460
LeMans	1,530	2,369	1,616	7,088	27,453	29,002
Pontiac	360	.....	309	1,418	32,628	6,849
VOLKSWAGEN	.....	4,375	2,981	16,391	90,673	81,812
CHECKER	75*	85	70*	283	1,492	1,078*
Total Cars, U. S.	163,772	125,272	140,027	666,399	3,029,664	3,035,743

CANADIAN CAR PRODUCTION

	Week Ended June 6, 1981	Week Ended June 7, 1980	Week Ended May 30, 1981	May total	Jan. 1 to June 7, 1980	Jan. 1 to June 6, 1981
AMERICAN MOTORS	720	.....	852	3,125	.....	14,263
CHRYSLER CORP.	924	2,152	.....	2,237	29,901	13,334
FORD MOTOR	7,184	6,323	6,771	26,060	118,510	99,010
GENERAL MOTORS	12,872	7,488	13,032	50,696	239,057	254,156
VOLVO	225	225	225	900	5,028	4,758
Total Cars, Canada	21,925	16,188	20,880	83,018	392,496	385,521
N. American Cars	185,697	141,460	160,907	749,417	3,422,160	3,421,264
N. American Trucks	53,441	31,837	47,657	205,203	1,008,915	1,043,386
North American Cars and Trucks	239,138	173,297	208,564	954,620	4,431,075	4,464,650

†—All Acadians and Caravelles are built for sale in Canada. *—Estimated.